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COMMISSION Washington, D.C. 20549

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ANNUAL AUDITED REPORT

PART III

SEC FILE NUMBER

8- 49444

**FACING PAGE** 

c/509

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

9221 Corbin Avenue Suite 170  (Address)  CHECK ONE:  Certified Public Accountant Public Accountant Accountant not resident in Un	Northridge (City) ited States or any of its pos	·	PROCES  JUL 0 6 21  THOMSOI  FINANCIA	SEC 007		
(Address)  CHECK ONE:	<del></del>		PROCES  JUL 0 6 20	SEC 007		
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9221 Corbin Avenue Suite 170	Northridge	CA	91324			
		~ .				
	(Name - if individual, state last,	first, middle name)		~		
Breard & Associates, Inc. Certified I	•	<b>,</b>				
INDEPENDENT PUBLIC ACCOUNTANT	whose opinion is contained	in this Report*				
B. ACC	COUNTANT IDENTIF	ICATION				
TAGEO TENTONIO	(947) 830-400					
NAME AND TELEPHONE NUMBER OF P Marc Riviello	ERSON TO CONTACT IN	REGARD TO THIS (949) 836				
(City)	(State)		(Zip Code)	Lip Code)		
Irvine,	California	92614				
	(No and Street)		· · · · · · · · · · · · · · · ·			
One Park Plaza, Suite 600			<del> </del>			
ADDRESS OF PRINCIPAL PLACE OF BU	SINESS: (Do not use P.O. I	Box No.)	FIRM I.D. N	0.		
NAME OF BROKER-DEALER: AIS F	inancial, Inc.		OFFICIAL USE	ONLY		
A. RE	GISTRANT IDENTIFI	CATION				
	CICED AND INCREE	CATION				
A DE	MM/DD/YY		MM/DD/YY			

SEC 1410 (06-02)

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<sup>\*</sup>Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

#### **OATH OR AFFIRMATION**

, swear (or affirm) that, to the best of
nt and supporting schedules pertaining to the firm of
, as
07 , are true and correct. I further swear (or affirm) that
ficer or director has any proprietary interest in any account
mer or enector has any proprietary microst in any account
$\Omega \Lambda I$
- Col
Signature
Parcolat
Title
MONICA CUENCA
Commission # 1577904 I
Orange County
My Comm. Expires May 10, 2009
tners' or Sole Proprietors' Capital.
Claims of Creditors.
nents Pursuant to Rule 15c3-3.
equirements Under Rule 15c3-3.
of the Computation of Net Capital Under Rule 15c3-3 and th irements Under Exhibit A of Rule 15c3-3.
Statements of Financial Condition with respect to methods o
Armainaina at a minister Annarrian arm rashast to mannan A
exist or found to have existed since the date of the previous au

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).



#### AIS Financial, Inc.

Report Pursuant to Rule 17a-5 (d)

**Financial Statements** 

For the Year Ended March 31, 2007



#### Independent Auditor's Report

Board of Directors AIS Financial, Inc.:

We have audited the accompanying statement of financial condition of AIS Financial, Inc. (the Company) as of March 31, 2007, and the related statements of operations, changes in stockholder's equity, and cash flows for the year then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of AIS Financial, Inc. as of March 31, 2007, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II, and III is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Breard & Associates, Inc.

Certified Public Accountants

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Northridge, California May 8, 2007

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#### AIS Financial, Inc. Statement of Financial Condition March 31, 2007

#### **Assets**

Cash Receivable from clearing organization Deposit with clearing organization Furniture & equipment, net	\$ 7,536 36,677 10,793 11,083
Total assets	<u>\$ 66,089</u>
Liabilities and Stockholder's Equity	
Liabilities	
Commissions payable Income tax payable	\$ 27,827 3,656
Total liabilities	31,483
Stockholder's equity	
Common stock, \$1 par value, 7,500 shares authorized, 100 shares issued and outstanding Additional paid-in capital Accumulated deficit	100 45,673 (11,167)
Total stockholder's equity	34,606
Total liabilities and stockholder's equity	\$ 66,089

## AIS Financial, Inc. Statement of Operations For the year ended March 31, 2007

#### Revenue

Commission income Service income Consulting income Other income  Total revenue	<b>\$</b>	808,778 15,000 10,000 1,776 835,554
		,
Expenses		
Commissions and floor brokerage		722,983
Communication		11,599
Occupancy		57,918
Interest		1,007
Taxes, other than income taxes		16,173
Other operating expenses	_	52,722
Total expenses		862,402
Net income (loss) before income tax provision		(26,848)
Income tax provision	_	800
Net income (loss)	<u>\$</u>	(27,648)

## AIS Financial, Inc. Statement of Changes in Stockholder's Equity For the year ended March 31, 2007

	(,				Accu	ımulated		
			Additional		Deficit)/			
		mmon tock	_	Paid-in Capital		tained rnings	_	Total
Balance at March 31, 2006	\$	100	\$	32,933	\$	16,481	\$	49,514
Capital contributions		•		12,740		_		12,740
Net income (loss)						(27,648)		(27,648)
Balance at March 31, 2007	<u>\$</u>	100	\$	45,673	\$	(11,167)	\$	34,606

#### AIS Financial, Inc. **Statement of Cash Flows** For the Year Ended March 31, 2007

Cash flows from operating activities:				
Net income (loss)			\$	(27,648)
Adjustments to reconcile net income (loss) to net cash				
provided by (used in) operating activities:				
Depreciation	\$	1,706		
(Increase) decrease in:				
Receivable from clearing organization		28,689		
Deposit with clearing organization		(449)	)	
Other assets		152		
(Decrease) increase in:				
Accounts payable & accrued expenses		(6,753)	)	
Commissions payable		(25,383)	)	
Income taxes payable	_	(3,051)	)	
Total adjustments			_	(5,089)
Net cash provided by (used in) operating activities				(32,737)
Cash flows from investing activities:				
Purchase of furniture & equipment	_	(5,353)	)	
Net cash provided by (used in) investing activities				(5,353)
Cash flows from financing activities:				
Capital contributions	_	12,740	-	
Net cash provided by (used in) financing activities			_	12,740
Net increase (decrease) in cash				(25,350)
Cash at beginning of year				32,886
Cash at end of year			<u>\$</u>	7,536
Supplemental disclosure of cash flow information:				
Cash paid during the year for				
Income taxes	\$	_		
Interest	\$	563		

#### Note 1: GENERAL AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### General

AIS Financial, Inc. (the "Company") was incorporated in Florida on April 15, 1996, under the name Protective Asset Advisors, Inc.. The Company changed its name to Advantage Investment Strategies, Inc. on July 28, 2004. On March 2, 2007, the Company changed its name to AIS Financial, Inc., but as of the issuance of these financial statements, the name change had not been approved in California. These financial statements contain no adjustments for any expenses which may arise should California deny the name change. The Company is a fully disclosed broker/dealer registered with the Securities and Exchange Commission ("SEC") and the Municipal Securities Rulemaking Board ("MSRB"). It is also a member of the National Association of Securities Dealers, Inc. ("NASD") and the Securities Investor Protection Corporation ("SIPC").

The Company is authorized to sell corporate debt securities, corporate equity securities over-the-counter on a riskless principal basis, U.S. government securities, mutual funds, municipal securities, tax shelters or limited partnerships in primary distributions, and variable life insurance or annuities. The Company can also provide investment advisory services, serve as a non-exchange member arranging for transactions in listed securities by exchange members, be a put and call dealer, and sell private placements in securities. The Company cannot hold customer funds or safe-keep customer securities.

The Company deals primarily with institutional clients. With over 300 clients, the Company has an undue concentration in that a half dozen clients provide over 35% of the Company's revenues.

#### Summary of Significant Accounting Policies

The presentation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Securities transactions and the related revenues and expenses are recorded on settlement date; generally the third business day following the transaction. Revenues and expenses recorded on a trade date basis are not materially different from revenues and expenses recorded on a settlement date basis. Clearing fees include service charges, execution fees, and commissions on order flow.

Furniture & equipment are stated at cost. Repairs and maintenance to these assets are charged to expense as incurred; major improvements enhancing the function and/or useful life are capitalized. When items are sold or retired, the related cost and accumulated depreciation are removed from the accounts and any gains or losses arising from such transactions are recognized. Furniture & equipment are depreciated over their estimated useful lives of five (5) years and seven (7) years, respectively by the straight-line method.

### Note 1: GENERAL AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Company accounts for its income taxes using the Financial Accounting Standards Board Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes", which requires the establishment of a deferred tax asset or liability for the recognition of future deductible or taxable amounts and the effects of operating losses and tax credit carry forwards. Deferred tax expenses or benefits are recognized as a result of the changes in the assets and liabilities during the year.

#### Note 2: DEPOSIT WITH CLEARING ORGANIZATION

The Company has deposited \$10,000 with its clearing firm as security for its transactions with them. Interest is paid monthly on the deposit at the average overnight repurchase rate. The balance at March 31, 2007, includes interest earned for a deposit total of \$10,793.

#### Note 3: FURNITURE & EQUIPMENT, NET

The furniture & equipment are recorded at cost.

			Depreciable
			Life Years
Furniture	\$	8,202	7
Equipment		<u>4,691</u>	5
		12,893	
Less accumulated depreciation		(1,810)	
Furniture & equipment, net	<u>\$</u>	11,083	

Depreciation expense for the year ended March 31, 2007, was \$1,706.

#### **Note 4: INCOME TAXES**

For the year ended March 31, 2007, the Company recorded no federal tax and current state tax of \$800, for a total tax provision of \$800.

#### Note 5: RELATED PARTY TRANSACTIONS

The Company is currently occupying space leased by its shareholder. The Company pays the entire lease amount each month. There is no sub-lease for the Company or any written expense sharing agreements. Total lease payments paid for the year ended March 31, 2007, under this arrangement were \$57,918.

#### Note 6: RECENTLY ISSUED ACCOUNTING STANDARDS

In June 2006, the Financial Accounting Standards Board ("FASB") issued FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes ("FIN 48"). FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements in accordance with SFAS No. 109. FIN 48 prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. The evaluation of a tax position in accordance with FIN 48 is a two-step process. The first step is to determine whether it is more-likely-than-not that a tax position will be sustained upon examination based on the technical merits of the position. The second step is measurement of any tax position that meets the more-likely-than-not recognition threshold to determine the amount of benefit to recognize in the financial statements. The tax position is measured at the largest amount of benefit that is greater than 50 percent likely of being realized upon ultimate settlement. FIN 48 also provides guidance on the de-recognition of uncertain positions, financial statement classification, accounting for interest and penalties, accounting for interim periods and new disclosure requirements. FIN 48 is effective for fiscal years beginning after December 15, 2006. The Company is currently evaluating the impact that the adoption of FIN 48 will have on its financial position and results of operations. However, the impact is not expected to be material.

In September 2006, the FASB issued Statement of Accounting Financial Standards ("SFAS") No. 157, "Fair Value Measurements" ("SFAS 157"). SFAS 157 defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. SFAS 157 is effective for fiscal years beginning after November 15, 2007. The company is currently evaluating the new standard. However, adoption of SFAS 157 is not expected to have a material effect on the Company's financial statements.

In September 2006, the FASB issued SFAS No. 158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans- an amendment of FASB Statements Nos. 87, 106, and 132R" ("SFAS 158"). SFAS 158 requires companies to recognize on a prospective basis the funded status of their defined benefit pension and postretirement plans as an asset or liability and to recognize changes in that funded status in the year in which the changes occur as a component of other comprehensive income, net of tax. The effective date of the pronouncement is a function of whether the Company's equity securities are traded publicly. If the entity has publicly traded securities, the effective date is for fiscal years ending after December 15, 2006. Entities without publicly traded securities must adopt the standard for fiscal years ending after June 15, 2007. The company is currently evaluating the new standard. However, adoption of SFAS 158 is not expected to have a material effect on the Company's financial statements.

#### Note 7: <u>NET CAPITAL REQUIREMENTS</u>

The Company is subject to the uniform net capital rule (Rule 15c3-1) of the Securities and Exchange Commission, which requires both the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. Net capital and aggregate indebtedness change day to day, but on March 31, 2007, the Company's net capital was \$23,523, which was \$18,523 in excess of its required net capital of \$5,000; and the Company's ratio of aggregate indebtedness (\$31,483) to net capital was 1.34 to 1, which is less than the 15 to 1 maximum ratio permissible for a broker/dealer.

#### Note 8: RECONCILIATION OF AUDITED NET CAPITAL TO UNAUDITED FOCUS

There is a \$292 difference between the computation of net capital under net capital SEC rule 15c3-1 and the corresponding unaudited Focus part IIA.

Net capital per unaudited schedule		\$	23,815
Adjustments:			
Retained earnings	\$ 153		
Additional paid-in capital	3,336		
Non-allowable assets	 (3,781)		
Total adjustments		_	(292)
Net capital per audited statements		<u>\$</u>	23,523

## AIS Financial, Inc. Schedule I - Computation of Net Capital Requirements Pursuant to Rule 15c3-1 As of March 31, 2007

#### Computation of net capital

Stockholder's equity Common stock Additional paid-in capital Retained earnings	\$	100 45,673 (11,167)		
Total stockholder's equity			\$ 34,600	6
Less: Non-allowable assets Furniture & equipment, net Total adjustments		(11,083)	(11,08]	<u>3)</u>
Net capital			23,52	3
Computation of net capital requirements  Minimum net capital requirements 6 2/3 percent of net aggregate indebtedness Minimum dollar net capital required	\$ \$	2,097 5,000		
Net capital required (greater of above)			5,000	<u>0</u>
Excess net capital			<u>\$ 18,52</u>	<u>3</u>
Ratio of aggregate indebtedness to net capital		1.34:1		

There was a \$292 difference between net capital shown here and net capital as reported on the Company's unaudited Form X-17A-5 report dated March 31, 2007. See Note 8.

## AIS Financial, Inc. Schedule II - Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3 As of March 31, 2007

A computation of reserve requirement is not applicable to AIS Financial, Inc. as the Company qualifies for exemption under Rule 15c3-3 (k)(2)(ii).

# AIS Financial, Inc. Schedule III - Information Relating to Possession or Control Requirements Under Rule 15c3-3 As of March 31, 2007

Information relating to possession or control requirements is not applicable to AIS Financial, Inc. as the Company qualifies for exemption under Rule 15c3-3 (k)(2)(ii).

AIS Financial, Inc.

Supplementary Accountant's Report

on Internal Accounting Control

Report Pursuant to 17a-5

For the Year Ended March 31, 2007



Board of Directors AIS Financial, Inc.:

In planning and performing our audit of the financial statements of AIS Financial, Inc. (the Company), as of and for the year ended March 31, 2007, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by rule 17a-13
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgements by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

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Because of inherent limitations in internal control and the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report, were adequate at March 31, 2007, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, National Association of Securities Dealers, Inc., and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Breard & Associates, Inc.

Certified Public Accountants

Northridge, California May 8, 2007

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